

NEW INVESTMENTS LAUNCH PRODUCTION

ABOUT MERV MARINE GROUP. Based in Spring, Texas, MERV-MARINE USA (MERV) offers economical and viable solutions to the global maritime industry. MERV vessels incorporate Variable Beam Catamaran design, multipurpose functionality, and operating versatility into one unique hull. With a three-person team, MERV offers interchangeable modules for customers in the emergency response, environmental solutions, life safety, and work boat service sectors. The company aims to produce vessels “dedicated to life, safety, humanitarian and environmental response.”

THE CHALLENGE. MERV needed assistance getting its vessel design off the ground. Seeking expertise, the company reached out to the Texas A&M Engineering Extension Service (TEEX), a division of the Texas Manufacturing Assistance Center (TMAC), and part of the MEP National Network. TMAC TEEX agreed to facilitate the necessary steps as the company produced its first models and identified potential investors.

MEP CENTER'S ROLE. First, consultants from TMAC TEEX worked with MERV to review and evaluate the relevant market intelligence data. Using this intelligence, they validated and prioritized the North American work-boat industry based on revenue accessibility. Next, they developed a North American competitive landscape assessment and produced a pitch deck for MERV to use in identifying the appropriate investor market channels.

With the aid of the pitch deck from TMAC TEEX, MERV located the right boat builders and machine shops for their design. The first production models are under construction and coming in under budget, and the new boat builder has even invested in the company.

Corpus Christi A&M used MERV's prototype boat for rescue and recovery efforts during Hurricane Harvey. After this successful demonstration, the Corpus Christi Marina applied for a grant for five MERV modules to meet immediate needs and improve their capabilities to respond to environmental, life safety, and humanitarian issues on a moment's notice.

"Our TMAC representative, Caleb Holt, has been in constant contact on a weekly basis, guiding me through the growing pains of setting up a very impressive and competitive company. His guidance and support has helped us overcome major hurdles, which is leading us to prime investments."

-Wayne Fellers, CEO

RESULTS



\$155,000 in new investment



\$699,000 in increased/retained sales

CONTACT US



202 E. Border Street
Suite #323
Arlington, TX 76010



(800)625-4876



www.tmac.org

